

# MANUFACTURING EXTENSION PARTNERSHIP

## Success Stories from the Field

### Moneyhun Companies

#### Manufacturing-Works

#### Saving Space, Saving investment

##### Client Profile:

Moneyhun, located in Rock Springs, Wyoming, developed several patents regarding air contamination containment units that are in high demand in the West due to environmental concerns and energy rich states and regions in the United States and Canada. They are an essential part of the oil and gas industry in Wyoming, Oklahoma, and Colorado. The company employs 80 people.

##### Situation:

Having recently added to their building and other infrastructure costs, planning as well for additional buildings, Moneyhun's capital investment was out of control. Orders were being misplaced, and the manufacturing process had to be placed on hold on several occasions to avoid the infrastructure work that was continual in progress. Customers were dissatisfied and motivation of the employees was at a low level. Moneyhun contacted Manufacturing-Works, a NIST MEP network affiliate, for assistance.

##### Solution:

Manufacturing-Works' engineer, Bob Nigro, was given a contract to provide intense continuous analysis to identify the proper utilization of space and to design a floor layout for present and future growth to maximize investment usage. Nigro also developed simple metrics to assist the employees with their various tasks and responsibilities. Once the problem was understood, the shop floor was rearranged and metrics put in place to help the supervisors become measurably responsible for outcomes on the plant floor. Two new building construction projects were averted and approximately \$4 million of capital expenditure was spared. Orders are back on time, and the owner is once again focused and looking for new products instead of searching for solutions to maintain the stability of existing business.

##### Results:

\* Saved \$4 million in capital expenditures.

##### Testimonial:

"If it weren't for the efforts of Bob Nigro, Field Engineer for Manufacturing-Works, we would most likely be involved in yet another building addition and more customer and employee complaints. Instead we are working on two new patents and a new partnership with an out-of-state firm. We have found ample space to continue to grow the existing businesses. Manufacturing-Works is an essential part of our future."

Dave Moneyhun, Owner and President